

## Message Text

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PAGE 01 LAGOS 07415 151423Z  
ACTION AF-10

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-----074740 160634Z /14  
R 151335Z JUN 78  
FM AMEMBASSY LAGOS  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8961

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E.O. 11652: N/A  
TAGS: BBSR, NI, ETRD  
SUBJECT: INTERNATIONAL TRADE FAIRS - NIGERIA

REF: (A) USDOC 7672, (B) LAGOS 4742

BEGIN UNCLASSIFIED

1. NIGERIAN TRADE FAIR OFFICIALS TOLD EMBASSY THIS WEEK THAT THEY STILL HAVE NO FMG AUTHORIZATION TO PROCEED WITH THE THREE SPECIALIZED EXHIBITION EVENTS CITED IN REF B. GIVEN UNCERTAINTY OF FUTURE PROGRAMS, THE OFFICIALS ARE UNABLE TO ANSWER QUESTIONS RAISED IN REF A.
2. THE TRADE FAIR DIRECTOR AND STAFF STATED THAT NO LARGE INTERNATIONAL TRADE FAIRS IN LAGOS WERE FORESEEN FOR 1978-79. GOVERNMENT POLICY PUTS TOP PRIORITY ON ENCOURAGING THE NIGERIAN PRIVATE SECTOR TO USE THE LAGOS TRADE FAIR COMPLEX TO DISPLAY NIGERIAN PRODUCTS FOR EXPORT. HOWEVER, THE GOVERNMENT SPOKESMEN ALSO DESCRIBE OFFICIAL POLICY AS ENCOURAGING FOREIGN BUSINESSMEN TO UTILIZE THE TRADE FAIR COMPLEX TO PROMOTE SALES OF THEIR OWN PRODUCTS IN NIGERIA. IN THAT SENSE, U.S. FIRMS WOULD BE MOST WELCOME TO EXHIBIT THEIR WARES AND SYSTEMS AND PROVIDE PRESENTATIONS CONCERNING THEIR TECHNOLOGY. THE EXTENT OF SUCH ACTIVITY WOULD, OF  
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COURSE, DEPEND ON THE TYPES OF SHOWS WHICH WOULD BE APPROVED.

3. WHILE THE PROGRAM OF NIGERIAN-HOSTED FAIRS REMAINS MURKY, NIGERI WILL OFFICIALLY PARTICIPATE IN NINE OVERSEAS INTERNATIONAL FAIRS IN THE COMING YEAR. PARTICIPATION WILL BE IN MOZAMBIQUE, BULGARIA, INDIA, POLAND,

BOTSWANA, GREECE, AUSTRIA, ZAMBIA AND SENEGAL. THIS REPORTEDLY REPRESENTS A POSITIVE RESPONSE TO ABOUT 10 PERCENT OF THE INVITATIONS RECEIVED FROM ABROAD.  
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4. THE DORMANT CONDITION OF THE TRADE FAIR SITE ON BADAGRY ROAD WEST OF LAGOS IS BECOMING INCREASINGLY EMBARRASSING. THE LATEST PROPOSAL FOR PUTTING "DEAD SPACE" INTO USE IS CONVERSION OF SEVERAL EXHIBITION BUILDINGS INTO LARGE SUPERMARKETS AND RETAIL GOODS OUTLETS TO SERVE SATELLITE HOUSING COMMUNITIES WHICH HAVE GONE UP ALONG BADAGRY ROAD. PAYMENT FOR THE CONSTRUCTION OF THE FAIRGROUNDS REMAINS IN DISPUTE. YUGOSLAVIA'S ENERGOPROJEKT COMPANY RECEIVED 88 MILLION NAIRA (NAIRA EQUALS \$1.62) AS GENERAL CONTRACTOR. THE COMPANY WANTED 130 MILLION NAIRA BUT WILL PROBABLY COMPROMISE FOR 116 MILLION. FMG AUDITORS HAVE FOUND THAT THE PROJECT ACTUALLY COST 121 MILLION. IT IS UNCERTAIN WHETHER THE YUGOSLAVS WILL EVER BE PAID MORE THAN WHAT THEY HAVE ALREADY RECEIVED. ENERGOPROJEKT IN TURN HAS PASSED THE PROBLEM OF SHORT PAYMENT ON TO THEIR SUBCONTRACTORS (E.G. GERMANY'S SIEMENS AND THE U.K.'S WIMPEY) AND THERE IS MUCH BITTERNESS OVER THE ISSUE. THE CONCEPT OF BUILDING THE FAIRGROUNDS AND HOSTING AN INTERNATIONAL FAIR HAS BEEN SEVERELY QUESTIONED IN  
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GOVERNMENT CIRCLES AND IN THE NEWS MEDIA. AS A RESULT AN INVESTIGATORY COMMISSION HAS BEEN FORMULATED TO EXAMINE WHY THE FAIR WAS EVER CONCEIVED; ITS CONFIDENTIAL REPORT IS DUE JULY 8.  
WYMAN

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## Message Attributes

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**Review Markings:**  
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